

WNYRIC STANDARDS

Add/Change Request Form

Submitted By:

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**NOTE: Add form request must be received at least 5 days prior to the next upcoming meeting in order to be on the agenda.*

Hardware/Software Recommended: Extreme Network Wifi and Management

Standards Category: New: Wifi

Existing: _____

Action Requested: Add: Extreme Networks Wifi and Management

Modify: _____

Remove: _____

Product Name:

Product Manufacturer:

Extreme Network

Product Description:

(Attach Product Technical Sheets)

See Attached Sheets

See Attached Sheets

See Attached Sheets

See Attached Sheets

See Attached Sheets

See Attached Sheets

Additional Comments:

Extreme Networks has purchased the Avaya Networking product line will be discontinuing the Avaya 9100 wireless system. The Extreme Wireless System will be a vast improvement and at comparable price point to replace that system. Extreme has incorporated the Avaya Fabric and switching gear platforms so that it will work very well with the existing Avaya/Extreme switch gear line. That couple Management software will give much more information and analytical data for troubleshooting and managing the network

EVALUATION CRITERIA

A. Product Reliability

1. Vendor/Product track record

Extreme Networks is a recognized leader in software-driven networking solutions and the industries largest networking only vendor with \$1.2 Billio
In North America, there are over 1,700 districts and 22,000 schools powered by Extreme Networks solutions, 42 of which are i
Extreme is a leader in the wireless space with a comprehensive wireless portfolio. Gartner has validated Extreme's ability to execute and completeness of vision by giving them a very
Extreme is also the official wi-fi and wi-fi analytics provider of the National Football League which demonstrates the ability to solve density challenges, a c
Finally, Extreme Management Center (XMC) for K-12 keeps everything in view and under control through role-based access controls via a single pane of glass interface. XMC also leverages best of breed integration via an O

2. Vendor support required

Customer support is the number one differentiator for Extreme Networks as it enjoys the #1 rating by Gartner Peer Insights. The support is 100% in sourced with aver
and a 94% first call resolution rate. This means all support personnel are Extreme badged employees based in either Salem, N
As a result, Extreme has a 95% overall Customer Support Rating, higher than any other networking manufacturer.
Extreme has received multiple awards for customer service and has also received Manufacturing Leadership awards fo

3. Ease of use

ExtremeWireless delivers a rich set of policy, manageability, and security features that are easy to manage and provide a superior Wi-Fi experience for studei
Extreme Management Center is designed to streamline the day-to-day workflows of network administrators and is distinguished by its web-based, unifi
XMC's centralized management capabilities, increases efficiency to cut down troubleshooting time and management of the network. Bringing simplicity to complex management configurations, re
XMC enables customers to take full advantage of the enhanced features and functionality of the recommended ExtremeWireless solution. It enables easy role-based policy enfo
Extreme Management Center is a complete standards-based solution, that allows XMC to manage all network equipment that is SNMP capable, including 3rd par

4. Support required by RIC/school district

Need more info -

Complete Support and Resources of Account Team (Greg Bleaux and Joe Ranney) as well as of all Extreme Networks

5. Potential to become "White Elephant"

Extreme Networks is the the fasting growing network manufacturer in the world. There are several important metrics that supp
Extreme has grown from #13 overall in 2013 to #3 overall in 2018, Gartner has given Extreme Networks a strong endorsement and has moved up and to the right in the magi
and wall street has endorsed the vision with over 150% stock growth in the last two years. Annual revenue has increased to over \$1.2
Along with organic revenue growth, Extreme has recently acquired wireless technology from Zebra Wireless (formally part of Motorola), Avaya Networking, and Br

6. Training requirements

Extreme Networks offers a selection of instructor-led and self-paced technical courses designed to provide you with in-depth knowledge to successfully deploy and manage Extreme Networks
Extreme "University" is a classroom based training program that can be tailored to fit all needs. Extreme also offers a ful
Training/Educational Services (Classroom, virtual, self-paced e-learning modules).

B. Product-Price/Acquisition

1. Cost effectiveness

Please see attached doc (Pine_Valley_WLAN_XMC_v4)

2. What contract can you buy from (Ask vendor)

PEPPM: As per PEPPM 2017

NYS OGS/Umbrella IT Contract Number: PM68020

3. Cost of operation and support

List price cost on Support/Maintenance Contract attached with Breakout per line item

Pervasive Warranty program on Extreme's complete portfolio of solutions (Support/Warranty detail attached)

All indoor Access Points (APs, i.e AP3935) come with a Lifetime Warranty with express Advanced Hardware Replacement

4. Do any legal or contractual issues exist?

N/A - please contact Extreme Legal department for further detail: <https://www.extremenetworks.com/company/legal/>

C. Product-Relationship to Other Standards

1. Compatibility to existing Standards

Considering the Avaya wireless will be discontinued this can replace and be better to give competition to Aruba and Cisco

2. What other options are available

Wireless - Cisco and Aruba.

They have their own products

3. Relationship to previous research and changes since that time

Took visit to New Era Stadium where they have deployed both Extreme Wireless and Management System along with the Extr lines. The demo was impressive to say the least. Present was also a representative from Amherst Central School District that has be Wireless and Management System along with their switch gear. Both the Bills representative and the ACSD representative have be

for a number of years and can not say enough of the product, but especially the support they have received from the company. When compared to Cisco they both said that Extreme was by far a better support experience than they ha

D. BOCES-Service Needs

1. Define and explain the current need

Gives a more robust and lower cost option for wireless to replace Avaya's current role.

2. What existing CoSer and RIC Service does it fall under

650.839.10

3. What is the scope and size of the school population to be served

Pine Valley has 2 school buildings a bus Garage and the grounds outside including fields that this will serve. The student popula

4. Instructional and/or administrative goal supported

All wireless access for all educational initiatives.

5. Results of survey determining school district interest in using this product

Signature of person making request:

